

Message Text

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PAGE 01 DAMASC 00453 271127Z

17

ACTION NEA-10

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R 271050Z JAN 76

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 6019

USDOC WASHDC

AMEMBASSY ATHENS

AMEMBASSY TEHRAN

UNCLAS DAMASCUS 0453

ATHENS FOR RTDO

E.O. 11652: N/A

TAGS:

BEXP, ETEL, SY

SUBJECT: PRODUCT OPPORTUNITY - SSB RADIO FOR SYRIAN ARAB NEWS
AGENCY (SANA)

REF: A. STATE 6169 (NOTAL), 75 B. 75 TEHRAN 11252 (NOTAL)
C. 75 DAMASCUS 3737 (NOTAL)

1. SUMMARY: SYRIAN ARAB NEWS AGENCY (SANA) DIRECTOR GENERAL INFORMED ECONOFF SANA STILL VERY INTERESTED IN PURCHASE OF AMERICAN EQUIPMENT FOR SANA SSB RADIO NETWORK AND LOOKS FORWARD TO RECEIPT OF RUTHER TECHNICAL INFORMATION ALONG WITH PRICE QUOTATIONS. END SUMMARY.

2. ECONOFF MET JAN 22 WITH SANA DIRGEN SABER FALHOUT IN COMPANY OF SYRIAN AP CORRESPONDENT LOUIS FARES. FALHOUT SAID HE STILL KEENLY INTERESTED IN SUBJECT EQUIPMENT FOR SANA: RANGE -- AS FAR FROM DAMASCUS AS RABAT OR MOSCOW; TWO-WAY VOICE COMMUNICATION; 10 UNITS OUTSIDE OF DAMASCUS TO BE USED BY SANA CORRESPONDENTS ABROAD. SANA TECHNICANS NOT EXPERIENCED IN SUCH VOICE, SSB EQUIPMENT AND THEREFORE NEED CATALOGUES (IN ADDITION TO THOSE FROM ITT AND COLLINS WE TRANSMITTED TO FALHOUT OCT 31, RECEIVED FROM TEHRAN, DAMASCUS 4403, NOTAL). FALHOUT ALSO REQUESTED THAT SUPPLIERS PROVIDE
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GLOBAL OR UNIT PRICE ESTIMATES. LACKING TECHNICAL EXPERTISE,

FALHOUT COULD NOT SAY WHETHER SANA WOULD BEST BE SERVED BY MOBILE OR FIXED HEADQUARTERS STATION. (FARES COMMENTED EARLIER THAT ROOF OF NEARBY FIVE-STORY MINISTRY OF FINANCE BUILDING WOULD BE LOCATION OF ANTENNA.)

3. RE TELEXING DIRECTLY, FALHOUT COULD NOT SAY WHETHER HE HAD RECEIVED TELEX MESSAGES FROM COLLINS RADIO OFFICE IN TEHRAN (REF A) EMBASSY COMMENT: IT COULD BE THEY JUST HAVE NOT ARRIVED GIVEN TELEX SERVICE BETWEEN TEHRAN AND DAMASCUS.) FALHOUT SAID HE PREFERRED THAT COMPANIES CONTACT LOUIS FARES DIRECTLY, TELEX DAMASCUS 11098, RATHER THAN SENDING TELEX TO FALHOUT.

4. RE OTHER FIRMS' INTERESTS: RCA, AFTER VISIT HERE IN NOVEMBER, INFORMED LOCAL REP EL-YOUSSEF IT UNABLE TO BID BECAUSE OF LACK OF EQUIPMENT. ITT AND COLLINS MATERIAL SENT TO FALHOUT, BUT NO CONTACTS WITH EMBASSY HAVE BEEN MADE BY COMPANY REPS (75 TEHRAN 11252).

5. COMMENT: FALHOUT IS CONVINCING IN HIS DESIRE TO SET UP NEW SANA VOICE SYSTEM IN ORDER HAVE RAPID AND EFFICIENT COMMUNICATIONS WITH SANA CORRESPONDENTS ABROAD (EVEN FOR BEIRUT, HE DEPENDS ON COMMERCIAL TELEPHONE). HE NOTED HE ALREADY HAS ONE GERMAN OFFER. WE THEREFORE HOPE THAT US FIRMS CAN RESPOND AS DESCRIBED ABOVE IN PARA 2 AND ALSO HAVE COMPANY REPS (FALHOUT/FARES PREFER AMERICANS AS OPPOSED TO FOREIGN NATIONALS) VISIT DAMASCUS WHEN IN AREA.
MURPHY

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